

Backbone remains solid

We do not fully extrapolate the clear miss in Inderes' December sales. Importantly, the company continues to win more commissioned research agreements, which remains the backbone of the case, in our view. During 2023, the company built its Swedish foundation and further developed its comprehensive offering, which we think can support mid-single-digit growth, even if the market remains in a headwind.

Key Data (2024E)	
Price (EUR)	20.20
Reuters	INDERES.HE
Bloomberg	INDERES FH
Market cap (EURm)	34
Market cap (USDm)	37
Net debt (EURm)	0
Net gearing	6%
Net debt/EBITDA (x)	0.1
Shares fully dil. (m)	1.7
Avg daily turnover (m)	0.0
Free float	76%

December sales disappoint, partially due to postponements

Inderes' December sales clearly missed our estimate, resulting in a EUR 0.3m miss for Q4 sales. The miss was due to the event business, which endured postponements and cancellations in an already tough market.

Market remains a headwind, but we see many avenues for growth

Despite the hefty miss in December sales, we forecast 6% growth for 2024. Inderes can lever its comprehensive set of IR solutions, meaning cross-selling opportunities for existing single- or dual-product clients. For example, we believe Inderes can further increase its penetration within Finnish AGM services. Also, with a comprehensive offering for IR solutions, Inderes can reduce its clients' total costs, which we think could be a solid selling point in 2024. Looking at 2025-26, we think Inderes is positioned to accelerate its growth should its Swedish expansion continue. Should Inderes gain critical mass (mainly within equity research), winning new deals should become easier, as it did in Finland 5-10 years ago. Further, our estimates assume that the IPO market will gradually return in 2025-26. Due to its inherent operating leverage, we note that Inderes' profitability should pick up rapidly once its growth starts to accelerate.

Estimate Revisions (%)			
	2024E	2025E	2026E
Revenues	(1)	(2)	n.a.
Adj. EBIT	(5)	(9)	n.a.
Adj. EPS	5	(4)	n.a.

Fair value range narrows to EUR 18-19

Inderes is currently trading within our DCF valuation range. However, in a peer group comparison, we continue to think its valuation is a little rich.

Share Price (12M)



Absolute (green) / Relative to Finland (purple).

Marketing communication commissioned by:
Inderes

Financials (EUR)

Year end: Dec	2022	2023	2024E	2025E	2026E
Revenues (m)	14	17	18	20	21
Adj. EBIT	1	2	2	3	4
Pre-tax profit (m)	1	0	1	2	3
EPS	0.23	0.05	0.49	0.89	1.23
Adj. EPS	0.60	0.80	1.24	1.64	1.97
DPS	0.82	0.85	0.87	0.90	0.95
Revenue growth (%)	14.1	27.1	6.2	7.1	8.7
Adj. EBIT growth (%)	(43.3)	40.8	29.6	33.9	23.3
Adj. EPS growth (%)	(40.1)	33.2	55.0	32.2	n.m.
Adj. EBIT margin (%)	9.7	10.7	13.1	16.4	18.6
ROE (%)	5.2	1.1	12.2	23.1	30.4
ROCE (%)	15.5	15.8	24.2	34.7	43.9
PER (x)	42.5	24.2	16.3	12.3	10.2
Free cash flow yield (%)	2.3	4.2	(3.5)	6.9	5.5
Dividend yield (%)	3.2	4.4	4.3	4.5	4.7
P/BV (x)	5.38	4.59	5.24	5.22	4.81
EV/Sales (x)	3.04	1.78	1.91	1.74	1.58
EV/Adj. EBITDA (x)	27.2	14.5	13.0	9.8	8.0
EV/Adj. EBIT (x)	31.4	16.6	14.6	10.6	8.5
Operating cash flow/EV (%)	3.6	5.0	6.6	8.5	7.1
Net debt/EBITDA (x)	(1.24)	(1.08)	0.15	(0.14)	(0.21)

Source for all data on this page: SEB (estimates) and Millstream/Thomson Reuters (prices)

Q4 result recap and estimate revisions

Inderes' Q4 sales of EUR 4.2m were below (-7.5%) our estimate of EUR 4.5m. Noteworthy that the deviation came from December sales, as Nov-Dec sales reports were already released. In Q4, sales increased 8% y/y, which was still driven by Swedish acquisitions. Excluding the acquisitions, sales were down 6% y/y. Compared to our estimates, the sales delta came from project revenue, which was just EUR 1.5m (versus our estimate of EUR 1.8m). According to the company, some larger projects were postponed/cancelled. Recurring revenue of EUR 2.7m was in line with our assumption. Swedish operation sales were c. EUR 1.0m, marginally above our estimate. Positively, there was a continued increase in the number of commissioned research agreements, which increased to 145 (our estimate: 143), up 6% y/y and two more agreements than in Q3.

Due to a fixed-cost-driven cost base, the Q4 EBITA miss was in line with the top-line miss (i.e. EBITA missed our forecast by EUR 0.25m, the top line missed by EUR 0.3m).

DPS of EUR 0.85 looks relatively high compared to reported FAS EPS. However, after adjusting for non-cash goodwill amortisation, EPS came in at EUR 0.80, which is close to free cash flow per share too.

Q4/23 deviation table

(EURm)	Q4/23	SEB	Deviation SEB		Q4/22	y/y (%)	Q3/23	q/q (%)
	Actual		Abs	Rel (%)	Actual		Actual	
Net sales	4.2	4.5	-0.3	-7.5	3.9	8.1	3.7	12.2
Materials and services	-0.5	-0.7	0.1	21.6	-0.6	12.0	-0.6	15.8
Gross profit	3.7	3.9	-0.2	-5.1	3.3	11.8	3.1	17.8
Personnel expenses	-2.6	-2.6	0.0	-1.1	-2.3	-14.0	-1.7	-49.9
Other operating costs	-0.8	-0.7	0.0	-2.7	-0.7	-2.7	-0.6	-21.5
EBITA	0.2	0.5	-0.2	-50.9	0.2	16.5	0.7	-65.2
EBITA adjusted	0.2	0.5	-0.25	-50.9	0.2	16.5	0.7	-65.2
EBIT reported	0.0	0.2	-0.2	-108.3	0.0	-575.0	0.4	-104.4
EBIT adjusted	0.5	0.2	0.3	118.1	0.0	12400.0	0.4	16.6
Adj. EBITA margin	5.7%	10.8%		-5.1pp	5.3%	0.4pp	18.4%	-12.7pp
Adj. EBIT margin	11.9%	5.0%		6.9pp	0.1%	11.8pp	11.5%	0.4pp
No. of commissioned research companies	145	143	2.0	1.4	119.0	21.8	143.0	1.4

Source: SEB

Despite a significant miss in December sales, we cut 2024E sales by just 1%. We note that the increased number of commissioned research agreements offsets the downward pressure. Furthermore, we believe that some of the weakness seen in December sales was due to postponed projects that will likely take place during 2024. Inderes' management also indicated that the company sees good opportunities to increase its market penetration in Finnish AGM services, which should back growth for H1, we believe.

Looking at H2, we flag that comparison bases are looking easier. Our 2024 EBITA estimate declines by 3.5%. All in all, we forecast 2024 growth of 6% (guidance: 'grow compared to 2023') and an EBITA margin of 12.9% (guidance: 'improve from 2023 of 10.6%'). We note that our reported EPS estimates are down significantly; however, our adjusted EPS revisions are smaller as, in line with the company's method, we exclude goodwill amortisation related to associates from adjusted EPS.

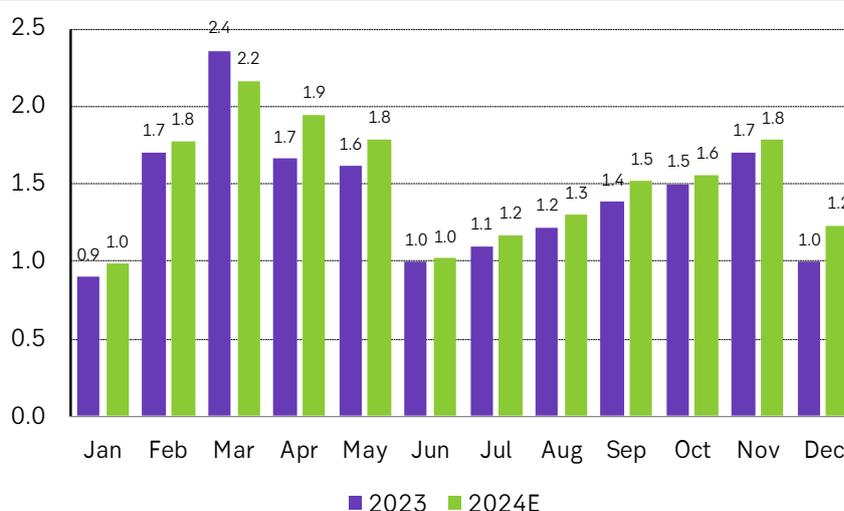
Estimate revisions

(EURm)	New estimates			Old estimates			Difference (%)		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Sales	17.2	18.2	19.5	17.5	18.5	19.8	-2.2	-1.3	-1.6
EBITA	1.8	2.4	3.1	2.1	2.4	3.3	-12.4	-3.5	-4.8
EBITA margin (%)	10.6	12.9	16.0	11.8	13.2	16.6	-1.2pp	-0.3pp	-0.5pp
EPS	0.05	0.49	0.89	0.21	0.56	1.09	-78	-13	-18
Other data									
No. of paid research, period-end	145	147	156	143	142	152	1	4	3
No. of employees, avg.	117	119	121	118	120	122	0	-1	-1

Source: SEB

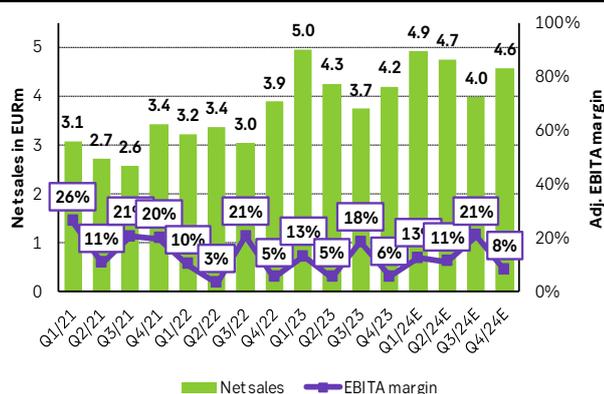
SEB estimates

Monthly sales, 2023 and 2024E, (EURm)



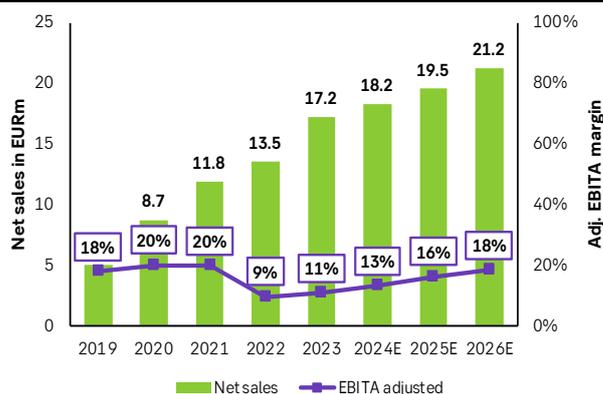
Source: SEB

Quarterly sales and EBITA margin



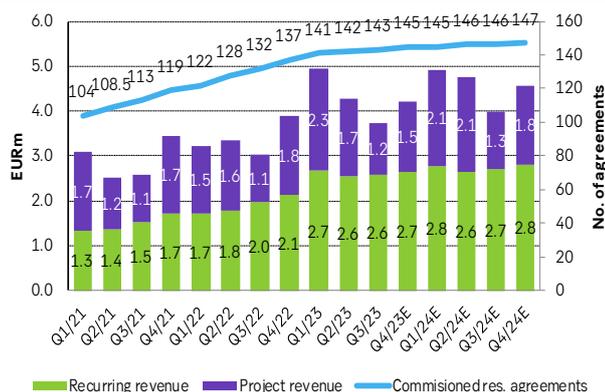
Source: SEB

Annual sales and EBITA margin



Source: SEB

Quarterly sales split and research contracts



Source: SEB

Year-end number of commissioned research contracts



Source: SEB

Quarterly estimates (EURm)

	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24E	Q2/24E	Q3/24E	Q4/24E
Net sales	5.0	4.3	3.7	4.2	4.9	4.7	4.0	4.6
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Materials and services	-1.0	-0.7	-0.6	-0.5	-0.9	-0.7	-0.7	-0.6
Gross profit	3.9	3.6	3.1	3.7	4.0	4.0	3.3	3.9
<i>-margin-%</i>	80%	85%	83%	87%	81%	85%	84%	86%
Personnel expenses	-2.5	-2.6	-1.7	-2.6	-2.6	-2.6	-1.8	-2.7
Other operating costs	-0.7	-0.8	-0.6	-0.8	-0.7	-0.8	-0.7	-0.8
EBITDA reported	0.7	0.3	0.8	0.3	0.7	0.6	0.9	0.4
EBITDA adjusted	0.7	0.3	0.8	0.3	0.7	0.6	0.9	0.4
<i>-margin-%</i>	0.1	0.1	0.2	0.1	0.1	0.1	0.2	0.1
Depreciation	-0.07	-0.07	-0.07	-0.07	-0.07	-0.07	-0.07	-0.07
EBITA	0.7	0.2	0.7	0.2	0.6	0.5	0.8	0.4
EBITA adjusted	0.7	0.2	0.7	0.2	0.6	0.5	0.8	0.4
<i>-margin-%</i>	13%	5%	18%	6%	13%	11%	21%	8%
Amortisation	-0.26	-0.26	-0.26	-0.26	-0.26	-0.26	-0.26	-0.26
EBIT reported	0.4	0.0	0.4	0.0	0.4	0.3	0.6	0.1
EBIT adjusted	0.4	0.0	0.4	0.0	0.4	0.3	0.6	0.1
<i>-margin-%</i>	8%	-1%	11%	0%	7%	6%	14%	2%

Source: SEB

Annual estimates (EURm)								
	2019	2020	2021	2022	2023	2024E	2025E	2026E
Net sales	5.0	8.7	11.8	13.5	17.2	18.2	19.5	21.2
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Materials and services	-0.5	-1.2	-1.7	-1.9	-2.8	-3.0	-3.1	-3.3
Gross profit	4.4	7.5	10.2	11.6	14.3	15.3	16.4	17.9
-margin-%	89%	86%	86%	86%	83%	84%	84%	85%
Personnel expenses	-2.9	-4.1	-5.8	-7.8	-9.4	-9.7	-10.1	-10.6
Other operating costs	-0.6	-1.5	-1.9	-2.3	-2.8	-2.9	-2.9	-3.2
EBITDA reported	0.9	1.8	2.4	1.5	2.1	2.6	3.4	4.1
EBITDA adjusted	0.9	1.8	2.4	1.5	2.1	2.6	3.4	4.1
-margin-%	19%	21%	21%	11%	12%	15%	17%	19%
Depreciation	-0.07	-0.10	-0.12	-0.20	-0.27	-0.28	-0.27	-0.27
EBITA	0.9	1.7	2.3	1.3	1.8	2.4	3.1	3.8
EBITA adjusted	0.9	1.7	2.3	1.3	1.8	2.4	3.1	3.8
-margin-%	18%	20%	20%	9%	11%	13%	16%	18%
Amortisation	-0.1	-0.3	-0.3	-0.5	-1.0	-1.0	-1.0	-1.0
EBIT reported	0.8	1.4	2.0	0.8	0.8	1.3	2.1	2.8
EBIT adjusted	0.8	1.4	2.0	0.8	0.8	1.3	2.1	2.8
-margin-%	16%	16%	17%	6%	5%	7%	11%	13%
Net financials	0.0	0.2	-0.2	-0.1	-0.3	-0.2	-0.2	-0.2
Pre-tax profit	0.8	1.6	1.7	0.8	0.5	1.1	2.0	2.8
Earnings	0.6	1.2	1.3	0.4	0.1	0.9	1.6	2.1
Minority share	0.0	0.0	0.0	0.0	-0.1	-0.1	-0.1	-0.1
Net earnings for owners	0.6	1.1	1.3	0.4	0.1	0.8	1.5	2.1
EPS			0.77	0.24	0.05	0.49	0.89	1.23
Other data								
Employees avg.	42	52	72	97	117	119	121	124
No. of commissioned research, period end	94	98	119	137	145	147	156	165
Commissioned research sales, SEB est.	3.2	3.5	4.1	4.8	5.5	5.8	6.2	6.6
Sales split by geography, SEB est.								
Finland				12.6	13.3	13.9	14.3	15.0
Sweden				0.9	3.6	4.1	4.9	5.8
Other				0.1	0.2	0.3	0.3	0.4

Source: SEB

Valuation

Following estimate changes and rolling one year forward, our DCF valuation mid-point rises to EUR 21 (EUR 20 previously). When considering the WACC of 9.5% in our DCF valuation, we continue to balance sticky, predictable commissioned research business (which in our view should earn a low risk premium) and risk relating to estimates for the Swedish expansion (which remains at an early stage and, hence, the estimates require a high risk premium).

In a peer group comparison, we justify an EV/EBITDA of 8.5x for 2024E and 7.5x for 2025E, resulting in a share value range of EUR 13-16. Noteworthy that our peer group average multiples are elevated, due to the ongoing bid for EQS Group; hence, we weight Finnish peers in our benchmarking.

All in all, our fair value range narrows to EUR 18-19, from EUR 17-19 previously.

SEB fair value range setting

DCF valuation	EUR per share	
Mid-point		21
Range with +/-2% growth sensitivity	19	23
Peer group benchmarking	13	16
DCF and peer group valuation with 60/40 weightings	17	20
SEB fair value range	18	19

Source: SEB

DCF summary table

DCF valuation (EURm)	Weighted average cost of capital (%)		
NPV of FCF in explicit forecast period	18	Risk free interest rate	3.5
NPV of continuing value	17	Risk premium	6.0
Value of operation	35	Cost of equity	9.5
Net debt	(1)	After tax cost of debt	2.8
Share issue/buy-back in forecast period	-	WACC	9.5
Value of associated companies	-	Assumptions	
Value of minority shareholders' equity	-	Number of forecast years	10
Value of marketable assets	-	EBIT margin - steady state (%)	12.0
DCF value of equity	36	EBIT multiple - steady state (x)	11.4
DCF value per share (EUR)	21	Continuing value (% of NPV)	48.2
Current share price (EUR)	20.20		
DCF performance potential (%)	4		

Source: SEB

DCF assumption details

(EURm)	2024E	2025E	2026E	2027E	2028E	Average year 6	Average year 7-8	Average year 9-10
Sales growth (%)	6.2	7.1	8.7	6.0	5.0	5.0	5.0	2.5
EBITDA margin (%)	14.5	17.4	19.4	20.0	20.5	20.6	20.7	18.6
EBIT margin (%)	7.2	10.7	13.2	13.5	14.2	14.5	14.9	13.0
Gross capital expenditures as % of sales	19.2	2.6	2.4	2.4	2.4	2.4	2.4	2.4
Working capital as % of sales	(8.9)	(8.6)	(3.4)	(2.4)	(2.4)	(2.4)	(2.4)	(2.4)
Lease repayments as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sales	18	20	21	22	24	25	27	28
Depreciation	(0)	(0)	(0)	(0)	(0)	(0)	(1)	(1)
Intangibles amortisation	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
EBIT	1	2	3	3	3	4	4	4
Taxes on EBIT	(0)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Increase in deferred taxes	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0
NOPLAT	2	3	3	3	4	4	4	4
Gross capital expenditure	(4)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Increase in working capital	0	0	(1)	(0)	0	0	0	0
Lease repayments	0	0	0	0	0	0	0	0
Free cash flow (incl. lease repayments)	(1)	2	2	3	3	4	4	4
ROIC (%)	21.3	28.4	36.8	42.9	53.0	65.4	95.3	160.3
ROIC-WACC (%)	11.8	18.9	27.3	33.4	43.5	55.9	85.8	150.8
Share of total net present value (%)	0.0	5.9	4.4	6.4	6.7	6.5	12.3	9.7

Source: SEB

DCF sensitivity tables (EUR/share)

		Cost of equity (%)				
		8.5	9.0	9.5	10.0	10.5
Equity capital weight (%)	80	30	28	27	25	24
	90	27	25	24	22	21
	100	24	22	21	20	19
	100	24	22	21	20	19
	100	24	22	21	20	19
		Absolute change in EBITDA margin - all years				
		-2%	-1%	0	+1%	+2%
Abs. change in sales growth - all years	-2%	17	18	19	20	21
	-1%	18	19	20	21	22
	0	19	20	21	22	23
	+1%	20	21	22	23	24
	+2%	21	22	23	24	26

Source: SEB

Peer group valuation

	Mkt cap (EURm)	EV (EURm)	PER			EV/EBIT			EV/EBITDA			EV/Sales		
			2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Enento	455	581	18.7x	15.6x	14.0x	15.8x	13.3x	11.8x	10.8x	9.4x	8.6x	3.7x	3.5x	3.3x
Alma Media	815	943	14.1x	14.6x	13.8x	13.0x	12.5x	11.6x	10.5x	10.1x	9.7x	3.1x	3.0x	2.8x
Sanoma	1,096	1,779	20.6x	14.5x	11.9x	14.6x	12.1x	10.6x	6.4x	5.5x	4.8x	1.3x	1.3x	1.3x
Gofore	349	312	17.4x	15.2x	12.8x	14.8x	11.9x	8.7x	11.0x	9.0x	6.9x	1.6x	1.4x	1.1x
Talenom	262	328	55.5x	30.2x	22.6x	37.4x	22.1x	16.9x	9.9x	8.7x	7.4x	2.7x	2.4x	2.2x
EQS Group	398	420	289.7x	67.8x	37.4x	147.5x	42.5x	23.6x	39.7x	22.7x	15.5x	5.8x	4.6x	3.6x
Broadridge Financial Solutions	22,369	25,358	29.8x	26.7x	24.1x	24.0x	n.a.	n.a.	20.3x	n.a.	n.a.	4.5x	n.a.	n.a.
Median	455	581	20.6x	15.6x	14.0x	15.8x	12.9x	11.7x	10.8x	9.2x	8.0x	3.1x	2.7x	2.5x
Average	3,678	4,246	63.7x	26.4x	19.5x	38.2x	19.1x	13.9x	15.5x	10.9x	8.8x	3.2x	2.7x	2.4x
Inderes (SEBe)	34	31	24.2x	16.3x	12.3x	16.6x	14.6x	10.6x	14.5x	13.0x	9.8x	1.8x	1.9x	1.7x

Source: SEB, Refinitiv

SEAM (SEB's ESG Assessment Methodology)

Inderes

Country: Finland Sector: Services Overall impact of ESG factors on valuation: **Slightly Positive** Fully discounted in mid-point DCF value: **Yes**

In our view, ESG factors do or will have an overall slightly positive impact on the share's valuation. The most material impact is Inderes' online events that reduce traffic related to events and that Inderes democratises stock market information to make it more broadly available. Most of the impact is yet to be discounted in our mid-point equity valuation. We believe that most of the ESG factors facing the company could be manageable by the company, and that the company's management of these issues could be improved by establishing and further developing policies and reporting on ESG topics.

With regard to the EU taxonomy, we expect to see the company report an insignificant current revenue alignment with relevant taxonomy screening criteria. In the longer term, we also expect alignment to be insignificant.

ESG impact on NPV (as % of equity valuation)

Total impact over time	5
of which:	
- impact reflected in mid-point equity valuation	5
- impact yet-to-be reflected in mid-point equity valuation	0

ESG impact on NPV (as % of enterprise valuation)

Total impact over time	4
of which:	
- impact reflected in mid-point enterprise valuation	4
- impact yet-to-be reflected in mid-point enterprise valuation	0

SEB ESG Financial Assessment

	As % of equity valuation	As % of enterprise valuation
Long term impact of ESG issue on valuation	5	4
of which:		
Impact already reflected in our 6-12 month mid-point	5	4
Impact yet-to-be reflected in mid-point price	0	0
	Impact on Sales CAGR (%pa)	NPV/EV (%)
	0-3 yrs	4-10+ yrs
Societal impacts		
Inderes democratises stock market information to make it more broadly available	1	1
Climate related impact - products/services		
Inderes offers online events that can reduce travelling related to events	1	1
Long term impact of ESG issue on valuation (% NPV/EV)		4

Inderes (cont.)

EU Taxonomy Eligibility/Alignment (based on mandatory EU disclosures)

In our view, the company does not have EU Taxonomy eligible revenues.

Sustainability related commitments and targets

Does the company have a science based target?	No
Is the CEO's remuneration linked to achievement of sustainability goals?	No
What are the company's most material sustainability goals?	Help employees to develop themselves
Who has ultimate responsibility for sustainability management?	CEO

Overview

Investment considerations

Inderes has a very strong position in the Finnish commissioned research market due to its active investor community and over 120 commissioned research clients. Inderes' commissioned research provides up to 30% EBITDA margin, meaning high recurring cash flows. Inderes has expanded to virtual events and IR solutions with a strong track record in cross-selling. The key long-term growth will drive Nordic expansion. We calculate that the Nordic market potential is roughly 7x the Finnish market.

Company profile

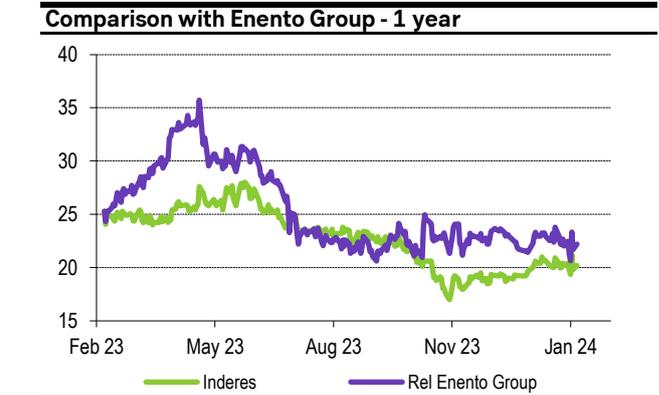
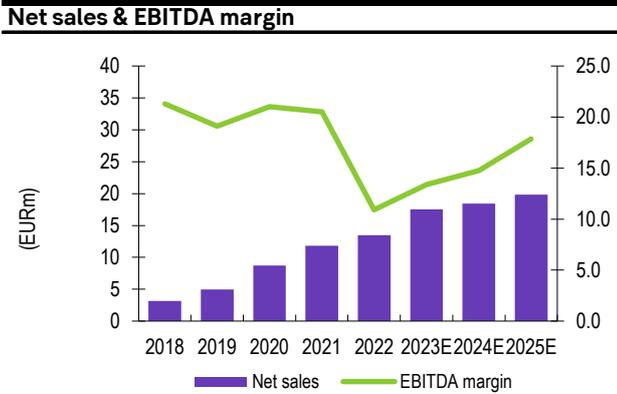
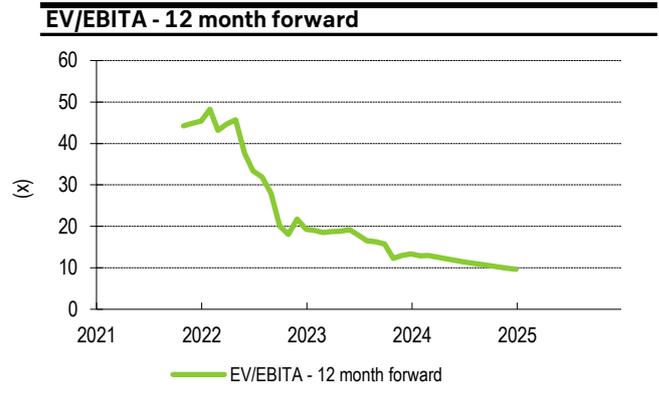
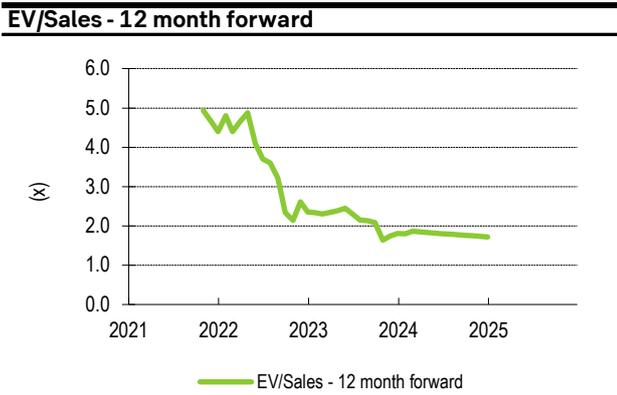
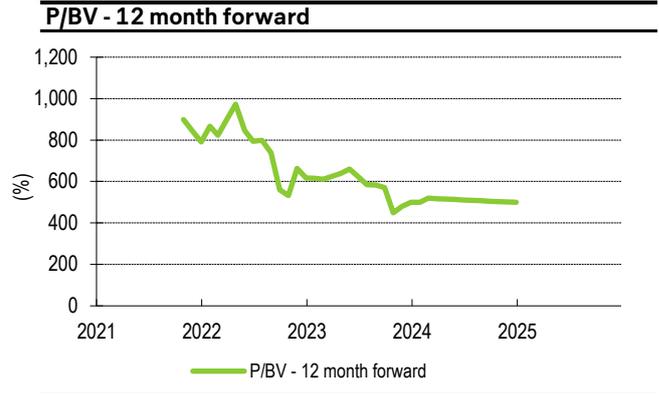
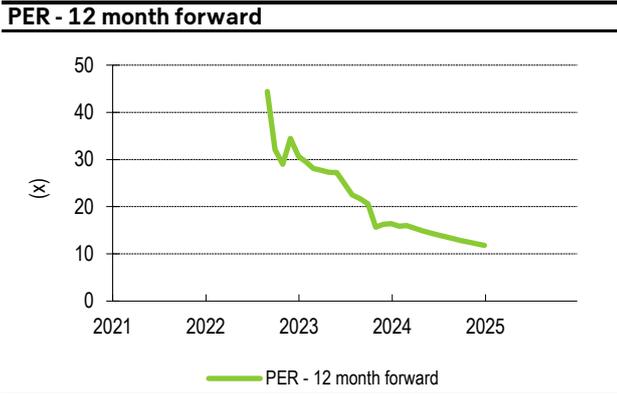
Inderes provides IR services connecting stock-listed companies and investors. It has over 190 Finnish stock-listed companies as customers. Inderes has three main business areas: commissioned equity research, virtual events through its subsidiary Flik and IR solutions. In addition, Inderes operates an investment platform for its over 75,000 active users.

Valuation approach

We base our fair value range on DCF and peer group valuation. In our DCF, we assume a relatively low WACC for mature and defensive Finnish commissioned research while the Nordic growth estimates are more uncertain and thus require a higher capital cost. We give a lower weight for the peer group valuation due to the lack of direct peers.

Investment risks

The company is expanding geographically and failure in expansion would mean notably lower growth estimates; however, we believe that success in expansion creates upside risk to our fair valuation. Another significant risk relates to an economic downturn, which could result in a slowing IPO market and trend where companies start to reduce IR functions. This could slow market growth. We also flag other risks, e.g. related to key personnel and new competitors.



Profit & loss statement - Inderes									
(EURm)	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Net Sales	3	5	9	12	14	17	18	20	21
Other revenues	0	0	0	0	0	0	0	0	0
Total revenues	3	5	9	12	14	17	18	20	21
Total expenses	(3)	(4)	(7)	(9)	(12)	(15)	(16)	(16)	(17)
Profit before depreciation	1	1	2	2	1	2	3	3	4
Depreciation - Fixed assets	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Depreciation - Other assets	0	0	0	0	0	0	0	0	0
Depreciation of right-of-use assets	0	0	0	0	0	0	0	0	0
Amortisation - Goodwill	0	(0)	(0)	(0)	(0)	(1)	(1)	(1)	(1)
Amortisation - Other intangibles	0	0	0	0	0	0	0	0	0
Operating profit	1	1	1	2	1	1	1	2	3
Associated companies	0	0	0	0	0	0	0	0	0
Net interest expenses	0	0	0	(0)	(0)	(0)	(0)	(0)	(0)
Foreign exchange items	0	0	0	0	0	0	0	0	0
Other financial items	0	0	0	0	0	0	0	0	0
Value changes - Fixed assets	0	0	0	0	0	0	0	0	0
Value changes - Financial assets	0	0	0	0	0	0	0	0	0
Value changes - Other assets	0	0	0	0	0	0	0	0	0
Reported pre-tax profit	1	1	2	2	1	0	1	2	3
Minority interests	0	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Total taxes	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)
Reported profit after tax	0	1	1	1	0	0	1	2	2
Discontinued operations	0	0	0	0	0	0	0	0	0
Extraordinary items	0	0	0	0	0	0	0	0	0
Net Profit	0	1	1	1	0	0	1	2	2
Adjustments:									
Discontinued operations	0	0	0	0	0	0	0	0	0
Interest on convertible debt	0	0	0	0	0	0	0	0	0
Minority interests (IFRS)	0	0	0	0	0	0	0	0	0
Value changes	0	0	0	0	0	0	0	0	0
Goodwill/intangibles amortisations	0	0	0	0	0	1	1	1	1
Restructuring charges	0	0	0	0	0	0	0	0	0
Other adjustments	0	0	0	0	0	0	0	0	0
Tax effect of adjustments	0	0	0	0	0	0	0	0	0
Adjusted profit after tax	0	1	1	2	1	1	2	3	3
Margins, tax & returns									
Operating margin	19.4	16.0	15.9	16.6	6.0	4.5	7.2	10.7	13.2
Pre-tax margin	19.5	16.2	18.3	14.7	5.5	2.9	6.3	10.3	12.9
Tax rate	20.1	19.7	27.2	22.8	42.1	73.5	22.0	22.0	22.0
ROE	88.8	61.6	67.4	29.8	5.2	1.1	12.2	23.1	30.4
ROCE	111.2	71.7	91.7	51.1	15.5	15.8	24.2	34.7	43.9
Growth rates y-o-y (%)									
Total revenues	n.a.	55.7	76.3	35.4	14.1	27.1	6.2	7.1	8.7
Operating profit	29.9	28.7	74.8	41.7	(58.7)	(4.2)	69.4	58.3	34.2
Pre-tax profit	24.9	28.9	98.4	9.0	(57.3)	(32.8)	128.9	76.4	36.6
EPS (adjusted)	0.0	0.0	0.0	0.0	(40.1)	33.2	55.0	32.2	0.0
Cash flow									
(EURm)	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Net profit	0	1	1	1	0	0	1	2	2
Non-cash adjustments	0	0	1	1	1	1	1	1	1
Cash flow before work cap	1	1	2	2	1	1	2	3	3
Ch. in working capital / Other	(0)	1	(1)	1	1	0	0	0	(1)
Operating cash flow	0	2	1	3	1	2	2	3	2
Capital expenditures	0	0	(0)	(0)	(0)	(0)	(4)	(1)	(1)
Asset disposals	0	0	0	0	0	0	0	0	0
L/T financial investments	0	0	(0)	(0)	(1)	0	0	0	0
Acquisitions / adjustments	0	0	0	0	(3)	0	0	0	0
Free cash flow	0	2	1	3	(2)	1	(1)	2	2
Net loan proceeds	0	0	(0)	(0)	2	(0)	0	0	(1)
Dividend paid	0	0	(1)	(1)	(1)	(1)	(1)	(1)	(2)
Share issue	0	0	0	5	(1)	0	0	0	0
Other	0	0	(0)	(1)	(0)	0	0	0	0
Net change in cash	0	2	(0)	6	(3)	0	(3)	1	(1)
Adjustments									
C/flow bef chng in work cap	1	1	2	2	1	1	2	3	3
Adjustments	0	0	0	0	0	0	0	0	0
Int on conv debt net of tax	0	0	0	0	0	0	0	0	0
Cash earnings	1	1	2	2	1	1	2	3	3
Per share information									
Cash earnings	0.0	0.0	0.0	1.3	0.54	0.86	1.28	1.65	1.97
Operating cash flow	0.0	0.0	0.0	1.9	0.88	0.91	1.35	1.68	1.4
Free cash flow	0.0	0.0	0.0	1.78	(1.47)	0.81	(0.71)	1.39	1.11
Investment cover									
Capex/sales (%)	0.0	0.0	2.6	1.7	3.6	1.0	19.2	2.6	2.4
Capex/depreciation (%)	0	0	222	163	242	63	1,232	189	189

Source for all data on this page: SEB

Balance sheet - Inderes									
(EURm)	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Cash and liquid assets	1	1	1	7	4	4	1	2	2
Debtors	1	1	2	2	3	3	3	4	0
Inventories	0	0	0	0	0	0	0	0	0
Other	0	0	1	0	0	0	0	0	0
Current assets	2	3	4	9	7	7	5	6	2
Interest bearing fixed assets	0	0	0	0	0	0	0	0	0
Other financial assets	0	0	0	0	3	2	2	2	3
Capitalized development cost	0	0	0	0	0	0	0	0	0
Goodwill	0	2	1	1	8	6	5	4	3
Other intangibles	0	0	0	0	0	0	0	0	0
Right-of-use lease assets	0	0	0	0	0	0	0	0	0
Fixed tangible assets	0	0	0	0	0	0	4	4	4
Other fixed assets	0	0	0	0	0	0	0	0	0
Fixed assets	0	2	2	1	11	10	12	11	10
Total assets	2	5	6	11	18	17	17	17	12
Creditors	0	0	0	0	0	0	0	0	0
Other trade financing	1	1	1	1	4	4	4	5	0
S/T lease liabilities	0	0	0	0	0	0	0	0	0
S/T interest bearing debt	0	0	0	0	0	0	0	0	0
Other	0	2	2	2	1	4	1	1	1
Current liabilities	1	3	3	4	5	8	5	5	1
L/T interest bearing debt	0	0	0	0	2	2	2	2	1
L/T lease liabilities	0	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	3	0	3	3	3
Convertible debt	0	0	0	0	0	0	0	0	0
Pension provisions	0	0	0	0	0	0	0	0	0
Other provisions	0	0	0	(0)	0	0	0	0	0
Deferred tax	0	0	0	0	0	0	0	0	0
Long term liabilities	0	0	0	0	5	2	5	5	4
Minority interests	0	0	0	0	0	0	0	0	0
Shareholders' equity	1	1	2	7	8	7	7	7	7
Total liabilities and equity	2	5	6	11	18	17	17	17	12
Net debt (m)	(1)	(1)	(1)	(7)	(2)	(2)	0	(0)	(1)
Working capital (m)	(0)	(1)	(0)	(2)	(2)	(4)	(2)	(2)	(1)
Capital employed (m)	1	2	2	7	10	9	9	9	8
Net debt/equity (%)	(149)	(68)	(43)	(105)	(23)	(31)	6	(7)	(11)
Net debt/EBITDA (x)	(1.6)	(1.1)	(0.5)	(2.9)	(1.2)	(1.1)	0.1	(0.1)	(0.2)
Equity/total assets (%)	35	31	39	64	45	43	40	40	61
Interest cover	0.0	0.0	0.0	7.0	7.4	0.0	0.0	0.0	0.0

Valuation									
(EUR)	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
No of shares, fully dil. (y/e)	0.0	0.0	0.0	1.6	1.7	1.7	1.7	1.7	1.7
No of shares, fully dil. avg.	0.0	0.0	0.0	1.6	1.7	1.7	1.7	1.7	1.7
Share price, y/e				37.5	25.5	19.3	20.2	20.2	20.2
Share price, high				53.9	48.0	28.0	21.2		
Share price, low				34.6	21.2	17.0	19.4		
Share price, avg				40.1	34.2	23.3	20.3		
EPS (reported)	0.00	0.00	0.00	0.79	0.23	0.05	0.49	0.89	1.23
EPS (adjusted)	0.00	0.00	0.00	1.00	0.60	0.80	1.24	1.64	1.97
Cash earnings/share	0.00	0.00	0.00	1.30	0.54	0.86	1.28	1.65	1.97
Dividend/share	0.00	0.00	0.00	0.80	0.82	0.85	0.87	0.90	0.95
Enterprise value/share				33	24	18.0	20	19.9	19.7
Book value/share	73	135	211	4.1	4.7	4.2	3.9	3.9	4.2
Adjusted equity/share	73	135	211	4.1	4.7	4.2	3.9	3.9	4.2
PER (adjusted)				37.4	42.5	24.2	16.3	12.3	10.2
CEM				28.9	47.4	22.3	15.7	12.3	10.3
Dividend yield				2.1	3.2	4.4	4.3	4.5	4.7
EV/EBITDA				22.3	27.2	14.5	13.0	9.8	8.0
EV/EBITA				23.5	31.4	16.6	14.6	10.6	8.5
EV/EBIT				23.5	31.4	16.6	14.6	10.6	8.5
EV/Sales (x)				4.59	3.04	1.78	1.91	1.74	1.58
Price/Book value				9.18	5.38	4.59	5.24	5.22	4.81
Price/adjusted equity				9.18	5.38	4.59	5.24	5.22	4.81
Free cash flow/Market cap (%)				4.8	2.3	4.2	(3.5)	6.9	5.5
Operating cash flow/EV (%)				5.7	3.6	5.0	6.6	8.5	7.1
EV/Capital employed (x)				8.0	4.1	3.3	4.0	3.8	4.0

Main shareholders			Management		Company information	
Name	(%) Votes	Capital	Title	Name	Contact	
Mikael Rautanen	13.9	13.9	COB	Kaj Hagros	Internet	group.inderes.fi
Juha Kinnunen	12.0	12.0	CEO	Mikael Rautanen	Phone number	+358 10 219 4690
Sauli Vilén	9.0	9.0	CFO	Mikko Wartiovaara		
Foreign owners (total)	0.4	0.4	IK			

Source for all data on this page: SEB

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